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Manufacturing REPORT



Manufactured Housing Institute

1745 JEFFERSON DAVIS HIGHWAY, ARLINGTON, VIRGINIA 22202

JANUARY 1989

Shipments for January were up 18.9 percent over January last year, recovering almost to their 1987 level, when annual shipments topped 230,000 homes. 15,252 homes were shipped in the first month of the year, 2,459 more than the 12,823 shipped one year ago. It would be premature to make predictions on the basis of one month's results. Nevertheless, the strong recovery of this January over last is an encouraging sign.

All of the regions except the mountain participated in the upturn. Arizona and New Mexico showed the greatest absolute shipment decreases for that region. The same ten states as at year end 1988 appear in the top ten shipment states column, all with increases in shipments from last January.

Regional Shipments, Percent Change and Market Share

REGION	1989			1988		
	SHPMTS	MKT SHARE	PCT CHG	SHPMTS	MKT SHARE	
Northeast	1,302	8.5	+ 14.4	1,138	8.9	
East North Central	1,868	12.2	+ 44.9	1,289	10.1	
West North Central	512	3.4	+ 24.9	410	3.2	
South Atlantic	6,156	40.4	+ 18.1	5,212	40.6	
South Central	2,584	16.9	+ 19.6	2,161	16.9	
Mountain	723	4.7	- 1.9	737	5.6	
Pacific	1,584	10.4	+ 33.3	1,188	9.3	

Top Ten States, Percent Change and Market Share

STATES	1989			1988		
	SHPMTS	MKT SHARE	PCT CHG	SHPMTS	MKT SHARE	RANK
1. Florida	2,211	15.0	+ 11.9	1,975	16.3	1
2. North Carolina	1,364	9.3	+ 32.7	1,028	8.5	2
3. Georgia	1,064	7.2	+ 9.1	975	8.0	3
4. California	826	5.6	+ 12.5	734	6.0	4
5. Alabama	815	5.5	+ 37.2	594	4.9	6
6. Michigan	750	5.1	+ 57.6	476	3.9	8
7. South Carolina	690	4.7	+ 1.6	679	5.6	5
8. Tennessee	574	3.9	+ 9.3	525	4.3	7
9. Pennsylvania	498	3.4	+ 21.5	410	3.4	9
10. New York	459	3.1	+ 23.7	371	3.1	10

DATA SOURCE: National Conference of States on Building Codes and Standards, Inc. (NCSBCS)
For further information contact (703) 979-6620

Mobile/Manufactured Home Production

	Each Month				Cummulative for Year		
	1988	1989	% Change		1988	1989	% Change
January	12,961	15,312	18.1%	January	12,961	15,312	18.1%
February	15,195			Jan-Feb	28,156		
March	18,813			Jan-Mar	46,969		
April	18,761			Jan-Apr	65,730		
May	19,990			Jan-May	85,720		
June	21,690			Jan-June	107,410		
July	16,673			Jan-July	124,083		
August	21,894			Jan-Aug	145,977		
September	20,614			Jan-Sep	166,591		
October	19,847			Jan-Oct	186,438		
November	17,640			Jan-Nov	204,078		
December	14,186			Jan-Dec	218,264		

Estimated Mobile/Manufactured Home Shipments*

	Each Month				Cummulative for Year		
	1988	1989	% Change		1988	1989	% Change
January	12,823	15,252	18.9%	January	12,823	15,252	18.9%
February	15,033			Jan-Feb	27,856		
March	19,011			Jan-Mar	46,867		
April	18,931			Jan-Apr	65,798		
May	20,171			Jan-May	85,969		
June	21,652			Jan-June	107,621		
July	16,708			Jan-July	124,329		
August	21,879			Jan-Aug	146,208		
September	20,603			Jan-Sep	166,811		
October	19,807			Jan-Oct	186,618		
November	17,556			Jan-Nov	204,174		
December	14,255			Jan-Dec	218,429		

*Estimated Monthly Shipment Figures Are Computed By MHI From NCSBCS Data. In Making The Computation, It Is Assumed That All Month-End Destination Pending Items Represent Finished Home Inventory And That All Inventory Is Shipped During The Following Month.

Manufacturer Inventory

	As A Percentage Of Same Month Production			Homes In Inventory	
	1988	1989		1988	1989
January	6.4%	3.8%	January	826	583
February	6.5%		February	988	
March	4.2%		March	790	
April	3.3%		April	620	
May	2.2%		May	439	
June	2.2%		June	477	
July	2.7%		July	442	
August	2.1%		August	457	
September	2.3%		September	468	
October	2.6%		October	508	
November	3.4%		November	592	
December	3.7%		December	523	

Mobile/Manufactured Home Production

	January			Year-To-Date		
	1988	1989	% Change	1988	1989	% Change
Northeast						
Connecticut *	*	*	---	*	*	---
Maine	43	33	- 23.3%	43	33	- 23.3%
Massachusetts *	*	*	---	*	*	---
New Hampshire *	*	*	---	*	*	---
New Jersey *	*	*	---	*	*	---
New York *	*	*	---	*	*	---
Pennsylvania	840	1,095	30.4%	840	1,095	30.4%
Rhode Island *	*	*	---	*	*	---
Vermont *	*	*	---	*	*	---
Total	883	1,128	27.7%	883	1,128	27.7%
East North Central						
Illinois *	*	*	---	*	*	---
Indiana	1,369	1,769	29.2%	1,369	1,769	29.2%
Michigan *	*	*	---	*	*	---
Ohio	112	179	59.8%	112	179	59.8%
Wisconsin	107	115	7.5%	107	115	7.5%
Total	1,588	2,063	29.9%	1,588	2,063	29.9%
West North Central						
Iowa *	*	*	---	*	*	---
Kansas	102	124	21.6%	102	124	21.6%
Minnesota	48	67	39.6%	48	67	39.6%
Missouri	25	29	16.0%	25	29	16.0%
Nebraska	142	166	16.9%	142	166	16.9%
North Dakota *	*	*	---	*	*	---
South Dakota *	*	*	---	*	*	---
Total	317	386	21.8%	317	386	21.8%
South Atlantic						
Delaware *	*	*	---	*	*	---
Florida	1,503	1,853	23.3%	1,503	1,853	23.3%
Georgia	2,349	2,263	- 3.7%	2,349	2,263	- 3.7%
Maryland *	*	*	---	*	*	---
North Carolina	1,315	1,544	17.4%	1,315	1,544	17.4%
South Carolina *	*	*	---	*	*	---
Virginia	224	278	24.1%	224	278	24.1%
West Virginia *	*	*	---	*	*	---
Total	5,391	5,938	10.1%	5,391	5,938	10.1%
South Central						
Alabama	986	1,374	39.4%	986	1,374	39.4%
Arkansas *	*	*	---	*	*	---
Kentucky *	*	*	---	*	*	---
Louisiana *	*	*	---	*	*	---
Mississippi	300	367	22.3%	300	367	22.3%
Oklahoma *	*	*	---	*	*	---
Tennessee	883	1,160	31.4%	883	1,160	31.4%
Texas	465	296	- 36.3%	465	296	- 36.3%
Total	2,634	3,197	21.4%	2,634	3,197	21.4%

Mobile/Manufactured Home Production

	January			Year-To-Date		
	1988	1989	% Change	1988	1989	% Change
Mountain						
Arizona	333	260	- 21.9%	333	260	- 21.9%
Colorado	30	21	- 30.0%	30	21	- 30.0%
Idaho	103	245	137.9%	103	245	137.9%
Montana *	*	*	---	*	*	---
Nevada *	*	*	---	*	*	---
New Mexico *	*	*	---	*	*	---
Utah *	*	*	---	*	*	---
Wyoming *	*	*	---	*	*	---
Total	466	526	12.9%	466	526	12.9%
Pacific						
Alaska *	*	*	---	*	*	---
California	851	939	10.3%	851	939	10.3%
Hawaii *	*	*	---	*	*	---
Oregon	394	621	57.6%	394	621	57.6%
Washington	71	127	78.9%	71	127	78.9%
Total	1,316	1,687	28.2%	1,316	1,687	28.2%
DC & U.S. Terr. *	*	*	---	*	*	---
Gov't & Export	0	0	0.0%	0	0	0.0%
Beginning Inv.	0	0	0.0%	0	0	0.0%
Other (Canada)	0	0	0.0%	0	0	0.0%
States With *	366	387	5.7%	366	387	5.7%
Total Production	12,961	15,312	18.1%	12,961	15,312	18.1%

*These States Have Less Than Three Manufacturers, Figures Are Aggregated on First Line Above Totals, "States With *" to Protect Proprietary Information.

Mobile/Manufactured Home Shipments

	January			Year-To-Date		
	1988	1989	% Change	1988	1989	% Change
Northeast						
Connecticut	17	9	- 47.1%	17	9	- 47.1%
Maine	152	118	- 22.4%	152	118	- 22.4%
Massachusetts	45	27	- 40.0%	45	27	- 40.0%
New Hampshire	45	65	44.4%	45	65	44.4%
New Jersey	45	94	108.9%	45	94	108.9%
New York	371	459	23.7%	371	459	23.7%
Pennsylvania	410	498	21.5%	410	498	21.5%
Rhode Island	13	3	- 76.9%	13	3	- 76.9%
Vermont	40	29	- 27.5%	40	29	- 27.5%
Total	1,138	1,302	14.4%	1,138	1,302	14.4%
East North Central						
Illinois	143	155	8.4%	143	155	8.4%
Indiana	277	426	53.8%	277	426	53.8%
Michigan	476	750	57.6%	476	750	57.6%
Ohio	316	447	41.5%	316	447	41.5%
Wisconsin	77	90	16.9%	77	90	16.9%
Total	1,289	1,868	44.9%	1,289	1,868	44.9%
West North Central						
Iowa	49	55	12.2%	49	55	12.2%
Kansas	86	104	20.9%	86	104	20.9%
Minnesota	36	47	30.6%	36	47	30.6%
Missouri	183	227	24.0%	183	227	24.0%
Nebraska	25	43	72.0%	25	43	72.0%
North Dakota	4	3	- 25.0%	4	3	- 25.0%
South Dakota	27	33	22.2%	27	33	22.2%
Total	410	512	24.9%	410	512	24.9%
South Atlantic						
Delaware	132	121	- 8.3%	132	121	- 8.3%
Florida	1,975	2,211	11.9%	1,975	2,211	11.9%
Georgia	975	1,064	9.1%	975	1,064	9.1%
Maryland	87	144	65.5%	87	144	65.5%
North Carolina	1,028	1,364	32.7%	1,028	1,364	32.7%
South Carolina	679	690	1.6%	679	690	1.6%
Virginia	226	381	68.6%	226	381	68.6%
West Virginia	110	181	64.5%	110	181	64.5%
Total	5,212	6,156	18.1%	5,212	6,156	18.1%
South Central						
Alabama	594	815	37.2%	594	815	37.2%
Arkansas	156	231	48.1%	156	231	48.1%
Kentucky	273	398	45.8%	273	398	45.8%
Louisiana	114	66	- 42.1%	114	66	- 42.1%
Mississippi	186	229	23.1%	186	229	23.1%
Oklahoma	24	34	41.7%	24	34	41.7%
Tennessee	525	574	9.3%	525	574	9.3%
Texas	289	237	- 18.0%	289	237	- 18.0%
Total	2,161	2,584	19.6%	2,161	2,584	19.6%

Mobile/Manufactured Home Shipments

	January			Year-To-Date		
	1988	1989	% Change	1988	1989	% Change
Mountain						
Arizona	369	295	- 20.1%	369	295	- 20.1%
Colorado	38	28	- 26.3%	38	28	- 26.3%
Idaho	25	39	56.0%	25	39	56.0%
Montana	13	34	161.5%	13	34	161.5%
Nevada	97	216	122.7%	97	216	122.7%
New Mexico	175	89	- 49.1%	175	89	- 49.1%
Utah	15	18	20.0%	15	18	20.0%
Wyoming	5	4	- 20.0%	5	4	- 20.0%
Total	737	723	- 1.9%	737	723	- 1.9%
Pacific						
Alaska	0	0	0.0%	0	0	0.0%
California	734	826	12.5%	734	826	12.5%
Hawaii	0	0	0.0%	0	0	0.0%
Oregon	242	376	55.4%	242	376	55.4%
Washington	212	382	80.2%	212	382	80.2%
Total	1,188	1,584	33.3%	1,188	1,584	33.3%
DC & U.S. Terr.	0	0	0.0%	0	0	0.0%
Gov't & Export	0	0	0.0%	0	0	0.0%
Beginning Inv.	0	0	0.0%	688	523	- 24.0%
Other (Canada)	0	0	0.0%	0	0	0.0%
States With *	0	0	0.0%	0	0	0.0%
Total Shipments	12,135	14,729	21.4%	12,823	15,252	18.9%

Cumulative Beginning Inventory--Beginning Inventory Accumulates And Must Be Added To Total Shipments On A Monthly And Year-to-Date Basis. The Data Source, NCSBCS, Does Not Account For The Ultimate Destination Of Inventory (Destination Pending) Items On A Monthly Basis. On a Periodic Basis, Other Than Monthly, NCSBCS Will Determine The Destination of Inventory.

Year-To-Date

1989 Product Mix

	Jan-Jan Shipments			Jan-Jan Production		
	Single- Section	Multi- Section	Total Shipments	Single- Section	Multi- Section	Total Production
Northeast						
Connecticut *	6	3	9	*	*	*
Maine	93	25	118	26	7	33
Massachusetts *	11	16	27	*	*	*
New Hampshire *	35	30	65	*	*	*
New Jersey *	41	53	94	*	*	*
New York *	268	191	459	*	*	*
Pennsylvania	306	192	498	654	441	1,095
Rhode Island *	2	1	3	*	*	*
Vermont *	22	7	29	*	*	*
Total	784	518	1,302	680	448	1,128
	60.2%	39.8%	100.0%	60.3%	39.7%	100.0%
East North Central						
Illinois *	120	35	155	*	*	*
Indiana	292	134	426	1,117	652	1,769
Michigan *	423	327	750	*	*	*
Ohio	312	135	447	114	65	179
Wisconsin	78	12	90	97	18	115
Total	1,225	643	1,868	1,328	735	2,063
	65.6%	34.4%	100.0%	64.4%	35.6%	100.0%
West North Central						
Iowa *	46	9	55	*	*	*
Kansas	60	44	104	85	39	124
Minnesota	35	12	47	53	14	67
Missouri	152	75	227	4	25	29
Nebraska	23	20	43	86	80	166
North Dakota *	1	2	3	*	*	*
South Dakota *	19	14	33	*	*	*
Total	336	176	512	228	158	386
	65.6%	34.4%	100.0%	59.1%	40.9%	100.0%
South Atlantic						
Delaware *	79	42	121	*	*	*
Florida	698	1,513	2,211	547	1,306	1,853
Georgia	497	567	1,064	1,046	1,217	2,263
Maryland *	64	80	144	*	*	*
North Carolina	835	529	1,364	1,034	510	1,544
South Carolina *	380	310	690	*	*	*
Virginia	226	155	381	221	57	278
West Virginia *	140	41	181	*	*	*
Total	2,919	3,237	6,156	2,848	3,090	5,938
	47.4%	52.6%	100.0%	48.0%	52.0%	100.0%

Year-To-Date

1989 Product Mix

	Jan-Jan Shipments			Jan-Jan Production		
	Single- Section	Multi- Section	Total Shipments	Single- Section	Multi- Section	Total Production
South Central						
Alabama	628	187	815	1,008	366	1,374
Arkansas *	163	68	231	*	*	*
Kentucky *	295	103	398	*	*	*
Louisiana *	53	13	66	*	*	*
Mississippi	154	75	229	265	102	367
Oklahoma *	17	17	34	*	*	*
Tennessee	412	162	574	856	304	1,160
Texas	124	113	237	159	137	296
Total	1,846	738	2,584	2,288	909	3,197
	71.4%	28.6%	100.0%	71.6%	28.4%	100.0%
Mountain						
Arizona	101	194	295	94	166	260
Colorado	9	19	28	8	13	21
Idaho	10	29	39	52	193	245
Montana *	7	27	34	*	*	*
Nevada *	40	176	216	*	*	*
New Mexico *	56	33	89	*	*	*
Utah *	3	15	18	*	*	*
Wyoming *	1	3	4	*	*	*
Total	227	496	723	154	572	526
	31.4%	68.6%	100.0%	29.3%	70.7%	100.0%
Pacific						
Alaska *	0	0	0	*	*	*
California	129	697	826	146	793	939
Hawaii *	0	0	0	*	*	*
Oregon	58	318	376	112	509	621
Washington	54	328	382	1	126	127
Total	241	1,343	1,584	259	1,428	1,687
	15.2%	84.8%	100.0%	15.4%	84.6%	100.0%
DC & U.S. Terr. *	0	0	0	*	*	*
Sub Total U.S	7,578	7,151	14,729	7,785	7,140	14,925
	51.4%	48.6%	100.0%	52.2%	47.8%	100.0%
Gov't & Export	0	0	0	0	0	0
Beginning Inv.	386	137	523	0	0	0
Other (Canada)	0	0	0	0	0	0
States With *	0	0	0	234	153	387
Total	7,964	7,288	15,252	8,019	7,293	15,312
	52.2%	47.8%	100.0%	52.4%	47.6%	100.0%

**Shipments of Mobile/Manufactured Homes by State
Ranked From Highest to Lowest
January 1989**

State	Total Shipment	% of Total:	Rank:	Single: Sectn	% of Total:	Rank:	Multi: Sectn	% of Total:	Rank
	:	:		Shpmnt:	:		Shpmnt:	:	
Florida	2,211	15.0%	1	698	9.2%	2	1,513	21.2%	1
North Carolina	1,364	9.3%	2	835	11.0%	1	529	7.4%	4
Georgia	1,064	7.2%	3	497	6.6%	4	567	7.9%	3
California	826	5.6%	4	129	1.7%	18	697	9.7%	2
Alabama	815	5.5%	5	628	8.3%	3	187	2.6%	12
Michigan	750	5.1%	6	423	5.6%	5	327	4.6%	6
South Carolina	690	4.7%	7	380	5.0%	7	310	4.3%	8
Tennessee	574	3.9%	8	412	5.4%	6	162	2.3%	14
Pennsylvania	498	3.4%	9	306	4.0%	9	192	2.7%	10
New York	459	3.1%	10	268	3.5%	12	191	2.7%	11
Ohio	447	3.0%	11	312	4.1%	8	135	1.9%	16
Indiana	426	2.9%	12	292	3.9%	11	134	1.9%	17
Kentucky	398	2.7%	13	295	3.9%	10	103	1.4%	19
Washington	382	2.6%	14	54	0.7%	29	328	4.6%	5
Virginia	381	2.6%	15	226	3.0%	13	155	2.2%	15
Oregon	376	2.6%	16	58	0.8%	27	318	4.4%	7
Arizona	295	2.0%	17	101	1.3%	21	194	2.7%	9
Texas	237	1.6%	18	124	1.6%	19	113	1.6%	18
Arkansas	231	1.6%	19	163	2.2%	14	68	1.0%	23
Mississippi	229	1.6%	20	154	2.0%	15	75	1.0%	21
Missouri	227	1.5%	21	152	2.0%	16	75	1.0%	22
Nevada	216	1.5%	22	40	0.5%	33	176	2.5%	13
West Virginia	181	1.2%	23	140	1.8%	17	41	0.6%	27
Illinois	155	1.1%	24	120	1.6%	20	35	0.5%	28
Maryland	144	1.0%	25	64	0.8%	25	80	1.1%	20
Delaware	121	0.8%	26	79	1.0%	23	42	0.6%	26
Maine	118	0.8%	27	93	1.2%	22	25	0.3%	33
Kansas	104	0.7%	28	60	0.8%	26	44	0.6%	25
New Jersey	94	0.6%	29	41	0.5%	32	53	0.7%	24
Wisconsin	90	0.6%	30	78	1.0%	24	12	0.2%	42
New Mexico	89	0.6%	31	56	0.7%	28	33	0.5%	29
Louisiana	66	0.4%	32	53	0.7%	30	13	0.2%	40
New Hampshire	65	0.4%	33	35	0.5%	34	30	0.4%	30
Iowa	55	0.4%	34	46	0.6%	31	9	0.1%	43
Minnesota	47	0.3%	35	35	0.5%	35	12	0.2%	41
Nebraska	43	0.3%	36	23	0.3%	36	20	0.3%	34
Idaho	39	0.3%	37	10	0.1%	41	29	0.4%	31
Montana	34	0.2%	38	7	0.1%	43	27	0.4%	32
Oklahoma	34	0.2%	39	17	0.2%	39	17	0.2%	36
South Dakota	33	0.2%	40	19	0.3%	38	14	0.2%	39
Vermont	29	0.2%	41	22	0.3%	37	7	0.1%	44
Colorado	28	0.2%	42	9	0.1%	42	19	0.3%	35
Massachusetts	27	0.2%	43	11	0.1%	40	16	0.2%	37
Utah	18	0.1%	44	3	0.0%	45	15	0.2%	38
Connecticut	9	0.1%	45	6	0.1%	44	3	0.0%	45
Wyoming	4	0.0%	46	1	0.0%	48	3	0.0%	46
North Dakota	3	0.0%	47	1	0.0%	47	2	0.0%	47
Rhode Island	3	0.0%	48	2	0.0%	46	1	0.0%	48
Alaska	0	0.0%	49	0	0.0%	50	0	0.0%	49
Hawaii	0	0.0%	50	0	0.0%	49	0	0.0%	50
Total	14,729	99.9%		7,578	99.6%		7,151	99.9%	

Does Not Include Destination Pending (Beginning Inventory)
Percentages May Not Add to 100% Because of Rounding

**Production of Mobile/Manufactured Homes by State
Ranked From Highest to Lowest**

January 1989

State	Total Productn	% of Total:	Rank: :Rank:	Single: :Sectn	% of Total:	Rank: :Rank:	Multi: *Sectn	% of Total:	Rank: :Rank:
	:	:	:Product:	:	:	:	:Product:	:	:
Georgia	2,263	15.2%	1	1,046	13.4%	2	1,217	17.0%	2
Florida	1,853	12.4%	2	547	7.0%	7	1,306	18.3%	1
Indiana	1,769	11.9%	3	1,117	14.3%	1	652	9.1%	4
North Carolina	1,544	10.3%	4	1,034	13.3%	3	510	7.1%	5
Alabama	1,374	9.2%	5	1,008	12.9%	4	366	5.1%	8
Tennessee	1,160	7.8%	6	856	11.0%	5	304	4.3%	9
Pennsylvania	1,095	7.3%	7	654	8.4%	6	441	6.2%	7
California	939	6.3%	8	146	1.9%	11	793	11.1%	3
Oregon	621	4.2%	9	112	1.4%	13	509	7.1%	6
Mississippi	367	2.5%	10	265	3.4%	8	102	1.4%	14
Texas	296	2.0%	11	159	2.0%	10	137	1.9%	12
Virginia	278	1.9%	12	221	2.8%	9	57	0.8%	17
Arizona	260	1.7%	13	94	1.2%	15	166	2.3%	11
Idaho	245	1.6%	14	52	0.7%	19	193	2.7%	10
Ohio	179	1.2%	15	114	1.5%	12	65	0.9%	16
Nebraska	166	1.1%	16	86	1.1%	16	80	1.1%	15
Washington	127	0.9%	17	1	0.0%	23	126	1.8%	13
Kansas	124	0.8%	18	85	1.1%	17	39	0.5%	18
Wisconsin	115	0.8%	19	97	1.2%	14	18	0.3%	20
Minnesota	67	0.4%	20	53	0.7%	18	14	0.2%	21
Maine	33	0.2%	21	26	0.3%	20	7	0.1%	23
Missouri	29	0.2%	22	4	0.1%	22	25	0.4%	19
Colorado	21	0.1%	23	8	0.1%	21	13	0.2%	22
New Jersey	*								
Wyoming	*								
Delaware	*								
South Carolina	*								
Vermont	*								
Massachusetts	*								
Nevada	*								
West Virginia	*								
Maryland	*								
New Mexico	*								
New Hampshire	*								
South Dakota	*								
Illinois	*								
New York	*								
Kentucky	*								
Utah	*								
Arkansas	*								
Louisiana	*								
Iowa	*								
Montana	*								
Hawaii	*								
Oklahoma	*								
Alaska	*								
Michigan	*								
North Dakota	*								
Connecticut	*								
Rhode Island	*								

14,925	100.0%	7,785	99.8%	7,140	99.9%
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Does Not Include States with "*"
 Percentages May Not Add to 100% Because of Rounding